

सं.सचिव /No. Secy/906/9/10

16<sup>th</sup> August, 2017

<b>The BSE Limited</b> <b>Phiroze Jeejeebhoy Towers</b> <b>Dalal Street, Fort</b> <b>Mumbai – 400 023</b>	<b>The National Stock Exchange of India Limited</b> <b>Exchange Plaza, 5<sup>th</sup> Floor</b> <b>Bandra Kurla Complex</b> <b>Bandra (East), Mumbai-400051</b>
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विषय: इंजीनियर्स इंडिया लिमिटेड ("कंपनी") के इक्विटी शेयरों के बायबैक के बाद सार्वजनिक घोषणा प्रस्तुत करने हेतु

**Sub: Submission of Post Buyback Public Announcement for buyback of equity shares of Engineers India Limited ("Company")**

प्रिय महोदय/महोदया,  
Dear Sir/Madam,

Pursuant to Regulation 19(7) of the SEBI (Buyback of Securities) Regulations 1998, as amended, please find enclosed herewith a copy of the Post Buyback Public Announcement dated August 14, 2017 for the buyback of 4,19,61,780 (Four Crore Nineteen Lakh Sixty One Thousand Seven Hundred Eighty) equity shares of the Company of face value of Rs. 5/- each at price of Rs. 157/- (Rupees One Hundred Fifty Seven only) per equity share on a proportionate basis from the equity shareholders of the Company, through the tender offer route.

The Post buyback Public Announcement was published in Business Standard (English – All editions) and Business Standard (Hindi – All editions) on August 15, 2017.

कृपया उपरोक्त आपकी जानकारी एवं रिकॉर्ड के लिए है।  
The above is for your kind information & records please.

धन्यवाद/Thanking you,

भवदीय/Very truly yours,



राजन कपूर/Rajan Kapur  
कंपनी सचिव/Company Secretary

संलग्नक: यथोक्त/Encl: As above

### A2Z INFRA ENGINEERING LIMITED

CIN: L74999HR2002PLC034805

Registered Office: O-116, 1<sup>st</sup> Floor, DLF Shopping Mall, Arjun Marg, DLF Phase 1, Gurgaon-122002, (Haryana)

Corporate Office: Plot No. B-38, Institutional Area, Sector 32, Gurgaon-122001 (Haryana)

E-mail: investor.relations@a2zemail.com, Website: www.a2zgroup.co.in, Tel.: 0124-4517600, Fax: 0124-4380014

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**Statement of Unaudited Financial Results for the quarter ended June 30, 2017**  
 (Amount in Rs Lacs)

S. No	Particulars	Quarter Ended			Year Ended
		June 30, 2017	March 31, 2017	June 30, 2016	March 31, 2017
		Unaudited	(Refer Note 2)	(Audited)	(Audited)
1	Total Income from Operations	11,205.65	17,008.59	20,270.46	63,455.83
2	Loss from ordinary activities after finance costs but before exceptional items	(3,174.52)	(2,226.23)	(1,568.45)	(7,100.32)
3	Loss from ordinary activities before tax	(3,618.60)	(3,185.81)	(1,568.45)	(8,059.90)
4	Loss from ordinary activities after tax	(3,635.54)	(7,972.30)	(1,875.21)	(13,918.98)
5	Total Comprehensive Income for the year/period	(3,621.87)	(7,962.81)	(1,840.83)	(13,889.40)
6	Equity share capital (Paid-up) Face value of the share - Rs 10/- each)	14,507.45	14,494.95	12,689.40	14,494.95
7	Earnings Per Share (of Rs. 10 each)				
	(a) Basic earnings per share (Not annualised)	(2.51)	(5.97)	(1.48)	(10.75)
	(b) Diluted earnings per share (Not annualised)	(2.51)	(5.97)	(1.48)	(10.75)

**Note:**

- The above standalone financial results have been reviewed by the Audit Committee and on their recommendation have been approved by the Board of Directors at its meeting held on August 14, 2017. The statutory auditors of the Company have reviewed the above standalone financial results for the quarter ended June 30, 2017.
- The figures for the quarters ended March 31, 2017 are the balancing figures between audited figures in respect of the full financial year ended March 31, 2017 and the unaudited published year to date figures up to December 31, 2016, being the end of the third quarter of the previous financial years which were subject to a limited review.
- The figures of previous periods/year have been regrouped or recast wherever necessary to make them comparable with those of the current period/year.
- The above is an extract of detailed format of Quarterly Financial Results filed with the Stock Exchange under Regulation 33 of SEBI (Listing and Other Disclosure Requirements) Regulations, 2015. The Full format of the Quarterly Financial Results are available on Company's website at www.a2zgroup.co.in and also be accessed on the website of the Stock Exchange at www.bseindia.com and www.nseindia.com.

For and on behalf of A2Z Infra Engineering Limited  
**Sd/-**  
**Amit Mittal**  
 Managing Director  
 DIN: 00058944

Place: Gurugram  
 Date: August 14, 2017

# Customers expect more from insurers, bankers

Banks and insurance companies are up against a demanding and rapidly evolving clientele: Kantar IMRB survey

SUBRATA PANDA  
 Mumbai, 14 August

## THE CHANGING FACE OF THE CUSTOMER

Trust less, research more

According to Kantar IMRB's survey *Insurance India, 2016* fewer customers are going for word-of-mouth recommendations. What used to be a market shaped by family and friends has shifted towards a network of agents, company representatives and online portals

- More than 50% actively met with agents/advisors before making their decision
- 20% looked for information online about brands, products etc
- Around 15% went to insurance company branches before finalising their purchase
- Buyers arm themselves with information from multiple sources, comparing service and experiences between sectors; customers said they compare airlines, hospitals and insurers as they seek "customer centricity" across touchpoints

### Demand more

Customer expectations on service have changed dramatically and more are willing to change insurers if they are not happy

- A survey of lapsed life insurance customers revealed more than 60% did not contact the insurer about their problems prior to letting their policy lapse or surrendering

- Customers said insurers should be easy to deal with, simple and ensure easy access
- Continuous engagement preferred; customers want timely communication, updates, fast resolution of issues, instant updates about transactions and reminders

### Want tech, but with a human face

- While customers expect and rely heavily on a digital engagement with their insurers and banks, they seek direct contact with a representative
- More than 40% of customers who bought online, interacted with an agent/advisor prior to purchasing the policy online
- A study for a leading mobile service provider revealed, only 30% of the customers chose to complete their requirement on IVR (interactive voice response). The rest needed "human intervention" to complete their requirement

Until a few years ago, insurance companies and banks in India had a fairly firm grip on what their customers wanted. If it were a bank, customers were big on the number of branches it had, what was its reputation in the market and so on. And for insurance companies, it was largely about recommendations from friends and family. However a number of surveys conducted to gauge loyalty, performance and price considerations in financial products during 2016 showed that times have changed significantly and companies need a whole new set of image boosters to lure, retain and engage their customers.

The Kantar IMRB survey titled *Customers aren't happily ever after* says that be it banking or the insurance sector, consumers now are more aware of what they are buying than they were, say few years ago. The availability of more options, a more customer friendly approach by companies and better distribution infrastructure has led to a more evolved buying experience. And that has in turn raised the bar for banking and insurance products.

Customers are also more likely to compare products between sectors, expecting their insurers to be more like a travel company when it comes to service, for instance. "Brands need to realise that customer expectations are no longer bound to an industry and today they are choosing you for more than just your product," said Piyali Konar Chatterjee, executive vice president, Kantar IMRB & Stakeholder Loyalty Expert

Services have become one of the mainstays for companies. But there is a need to move from effort to effortless service, which also takes into account timely communication, fast resolution, timely support and instant updates on transactions, the report says. "In addition to the core product and service, a holistic and an integrated experience, that is, ancillary services are becoming

more important to the customers," the report notes.

The majority expects a seamless digital experience but is still influenced by agents and advisors while they buy an insurance policy. A growing number of people are going online for their research, but only rarely is the Internet the only source of information when it comes to picking a financial product. "Customers now expect their insurers to offer simple, transparent and flexible products and services — all online. They look at claims paying ability, service quality, and expert opinion before they choose to buy a policy from an insurance company," said Tarun Chugh, MD&CEO, Bajaj

Allianz Life Insurance. In the many conversations conducted during the surveys, the team at IMRB-Kantar reports, customers came across as more disbelieving. Many said that they actively sought the cons as well as the pros of a product and said that they expect insurers to communicate with them more often and in greater detail. They compared them with e-commerce companies that inform customers about every step from the time the amount is paid to the delivery of the product.

"The e-commerce sector, has changed paradigms with respect to making payments, purchasing a product, service communication. Industries

like telecom, insurance have also introduced innovative policies like introduction of mobile network portability, health insurance policy portability, which is leading to lower barriers. Given this transformation, no longer do consumers want to put all their eggs in one basket," said Nitasha Singh, senior consultant, Kantar IMRB & Stakeholder Loyalty Expert.

Companies, the report added, must look at the customer journey differently. The story begins with acquisition but does not end there. They need to engage and retain customer interest. And also keep in touch more often as customers are not always vocal about their expectations.

### ENGINEERS INDIA LIMITED

CIN: L74899DL1965G01004352

Registered Office: Engineers India House, 1, Bhikaji Cama Place, New Delhi, 110066 Tel: 011-26762121, Fax: 011-26178210, E-mail: company.secretary@eil.co.in Website: www.engineersindia.com

## POST BUYBACK PUBLIC ANNOUNCEMENT FOR THE ATTENTION OF EQUITY SHAREHOLDERS/ BENEFICIAL OWNERS OF EQUITY SHARES OF ENGINEERS INDIA LIMITED

This public announcement (the "Post Buyback Public Announcement") is being made pursuant to the provisions of Regulation 19(7) of the Securities and Exchange Board of India (Buy Back of Securities) Regulations, 1998, as amended (the "Buyback Regulations"). This Post Buyback Public Announcement should be read in conjunction with the Public Announcement dated June 16, 2017 and published on June 17, 2017 (the "Public Announcement") and the Letter of Offer dated July 17, 2017 (the "Letter of Offer"). The terms used but not defined in this Post Buyback Public Announcement shall have the same meanings as assigned in the Public Announcement and the Letter of Offer.

- THE BUYBACK**
  - Engineers India Limited (the "Company") had announced the Buyback of not exceeding 4,19,61,780 (Four Crore Nineteen Lakh Sixty One Thousand Seven Hundred Eighty) fully paid-up equity shares of face value of ₹ 5 each ("Equity Shares") from all the existing shareholders/beneficial owners of Equity Shares as on the record date (i.e. Thursday, June 29, 2017), on a proportionate basis, through the "Tender Offer" process at a price of ₹ 157 (Rupees One Hundred Fifty Seven Only) per Equity Share payable in cash for an aggregate consideration not exceeding ₹ 658.80 crore (Rupees Six Hundred Fifty Eight Crore Eighty Lakh Only) ("Buyback Offer Size"). The Buyback Offer Size represents 24.9973% and 24.4002% of the aggregate of the fully paid-up share capital and free reserves, as per the audited standalone and consolidated financial statements of the Company for the financial year ended March 31, 2016, respectively (the last audited financial statements available as on the date of Board Meeting recommending the proposal of the Buyback) and is within the limits of 25% of the total fully paid up share capital and free reserves as per the audited accounts of the Company for the financial year ended March 31, 2016. The maximum number of Equity Shares proposed to be bought back represents 6.23% of the total number of Equity Shares in the paid-up share capital of the Company.
  - The Company has adopted Tender Offer route for the purpose of Buyback. The Buyback was implemented using the "Mechanism for acquisition of shares through Stock Exchange" as provided under Buyback Regulations and circular CIR/CFD/POLICYCELL/1/2015 dated April 13, 2015 and circular no. CFD/DCR2/CIR/P/2016/131 dated December 09, 2016 issued by Securities and Exchange Board of India ("SEBI Circulars").
  - The Buyback Offer opened on Tuesday, July 25, 2017 and closed on Monday, August 7, 2017.
- DETAILS OF BUYBACK**
  - The total number of Equity Shares bought back under the Buyback Offer are 4,19,61,780 (Four Crore Nineteen Lakh Sixty One Thousand Seven Hundred Eighty) Equity Shares at a price of ₹ 157 (Rupees One Hundred Fifty Seven Only) per Equity Share.
  - The total amount utilized in the Buyback of Equity Shares is ₹ 658.80 crore (Rupees Six Hundred Fifty Eight Crore Eighty Lakh only) excluding transaction costs viz. brokerage, applicable taxes such as securities transaction tax, stamp duty, etc.
  - The Registrar to the Buyback Offer i.e. Karvy Computershare Private Limited (the "Registrar to the Buyback Offer") considered 92 valid bids for 4,19,77,109 (Four Crore Nineteen Lakh Seventy Seven Thousand One Hundred Nine) Equity Shares in response to the Buyback, resulting in the subscription of approximately 1.00 times the maximum number of shares proposed to be bought back. The details of valid bids received by the Registrar to the Buyback Offer are as follows:

Category of Investor	No. of Equity Shares reserved in Buyback	No. of Valid Bids	Total Equity Shares Validly tendered	% Response
General category of other Shareholders	3,56,67,513	5	4,19,66,636	117.66
Reserved category for Small Shareholders	62,94,267	87	10,473	0.17
<b>Total</b>	<b>4,19,61,780</b>	<b>92</b>	<b>4,19,77,109</b>	<b>100.04</b>

\*As per the certificate dated August 10, 2017 received from Karvy Computershare Private Limited.

- All valid bids have been considered for the purpose of Acceptance in accordance with the Buyback Regulations and Paragraph 19 of the Letter of Offer. The communication of acceptance/rejection has been dispatched by the Registrar to respective Shareholders by August 14, 2017.
- The settlement of all valid bids was completed by the Indian Clearing Corporation Limited ("Clearing Corporation") / BSE on August 14, 2017. Clearing Corporation has made direct funds payout to Eligible Shareholders whose shares have been accepted under the Buyback. If shareholders' bank account details were not available or if the funds transfer instruction were rejected by RBI/bank, due to any reason, then such funds were transferred to the concerned Shareholder Brokers/custodians for onward transfer to their respective shareholders.
- Demat Equity Shares accepted under the Buyback have been transferred to the Company's demat escrow account on August 14, 2017. The unaccepted Equity Shares have been returned to respective Shareholder Brokers/custodians by the Clearing Corporation / BSE on August 14, 2017.
- The Company is in the process of extinguishing the 4,19,61,780 Equity Shares accepted under the Buyback and shall be completed by August 18, 2017.

### 3. CAPITAL STRUCTURE AND SHAREHOLDING PATTERN

3.1 The capital structure of the Company, pre and post Buyback Offer is as under: (Equity Shares have a face value of ₹ 5 each)

Particulars	Pre Buyback		Post Buyback*	
	No. of Equity Shares	Amount in lakh (₹)	No. of Equity Shares	Amount in lakh (₹)
Authorized share capital	80,00,00,000	40,000.00	80,00,00,000	40,000.00
Issued, subscribed and paid up share capital	67,38,73,200	33,693.67	63,19,11,420	31,595.57

\*Subject to extinguishment of 4,19,61,780 Equity Shares

3.2 The details of the Shareholder/beneficial owner from whom Equity Shares exceeding 1.00% of the total Equity Shares bought back have been accepted under the Buyback Offer are as under:

S. No.	Name of the Shareholder	No. of Equity Shares accepted under the Buyback	Equity Shares accepted as a % of total Equity Shares bought back	Equity Shares accepted as a % of total post Buyback Equity Shares
1.	Shareholder of India acting through Ministry of Petroleum and Natural Gas, Government of India	4,19,46,454	99.96%	6.64%

3.3 The shareholding pattern of the Company pre-Buyback (as on Record Date i.e. Thursday, June 29, 2017) and post Buyback is as under:

Particulars	Pre Buyback		Post Buyback*	
	No. of Equity Shares	% of the existing Equity Share Capital	No. of Equity Shares	% of the post Buyback Equity Share Capital
Promoter	38,42,24,594	57.02	34,22,78,104	54.17
Foreign Investors (including Non Resident Indians, FPIs, FPIs and Foreign Mutual Funds)	4,52,83,597	6.72	28,96,33,280	45.83
Financial Institutions/Banks/Mutual Funds promoted by Banks/Institutions	13,77,78,277	20.45		
Other (public, public bodies corporate, trust etc.)	10,65,86,732	15.81		
<b>Total</b>	<b>67,38,73,200</b>	<b>100.00</b>	<b>63,19,11,420</b>	<b>100.00</b>

\*Subject to extinguishment of 4,19,61,780 Equity Shares

### 4. MANAGER TO THE BUYBACK

IDBI CAPITAL MARKETS & SECURITIES LIMITED (Formerly known as IDBI Capital Market Services Limited) 3rd Floor, Marfatil Centre, Nariman Point, Mumbai- 400 021  
 Contact Person: Mr. Sumit Singh / Mr. Priyanka Shetty Tel: +91 (22) 4322 1212; Fax: +91 (22) 2285 0785  
 E-mail: eil.buyback@idbicapital.com; Website: www.idbicapital.com  
 SEBI Registration Number: INM00010866 Validity period: Permanent Registration CIN: U65990MH1993G01075578

### 5. DIRECTORS' RESPONSIBILITY

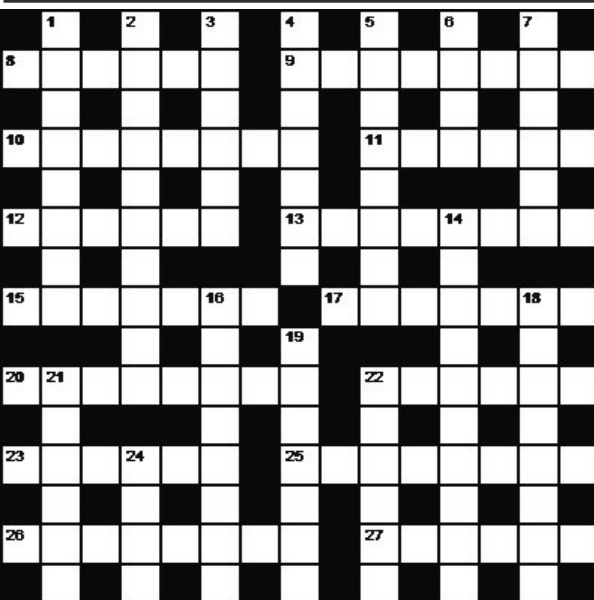
As per Regulation 19(1) (a) of the Buyback Regulations, the Board of Directors of the Company accept full responsibility for the information contained in this Post Buyback Public Announcement and confirms that the information in this Post Buyback Public Announcement contain true, factual and material information and does not contain any misleading information.

For and on behalf of the Board of Directors of Engineers India Limited

<p><b>Sd/-</b>  <b>Sanjay Gupta</b>                  Chairman &amp; Managing Director                  and Addl. Charge-Director (Finance)                  (DIN: 05281731)</p>	<p><b>Sd/-</b>  <b>Vipin Chander Bhandari</b>                  Director (HR)                  (DIN: 07550501)</p>	<p><b>Sd/-</b>  <b>Rajan Kapur</b>                  Company Secretary                  Membership No.: A10674</p>
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Place: New Delhi  
 Date: August 14, 2017

## THE BS CROSSWORD



- # 2806
- converted the secret agent (8)
  - Earliest time of popular daydream? (7)
  - Lewis's whimsical description of a flapper one night? (3,4)
  - That will be below - below one quid, that is to say (8)
  - A long speech from one in business (6)
  - Fits and starts (6)
  - Famous group, for example, run amok after the opening (4,4)
  - Given information on it (8)
  - Life of luxury among such plants (6)
  - An old-fashioned do (4)
  - Cake presented by girl, end first (6)
  - Sat out rain foolishly getting a through soaking (10)
  - Leather from an animal's relations? (8)
  - French marshal found behind a tree in the island (8)
  - It's safe to upset Ted when he's eaten so well (7)
  - Sleep - head? (6)
  - A former UK Prime Minister's republicanised this primitive roofing (6)
  - Go away, Jack! (4)

### DOWN

- Man of property has a pair, perhaps, before rainstorm (8)
- Seed was bit scattered to achieve broadest foundation (6,4)
- Much more actively on the job assorting rubies (6)
- Comparatively crazy row after club (7)
- No countryman of anyone's (8)

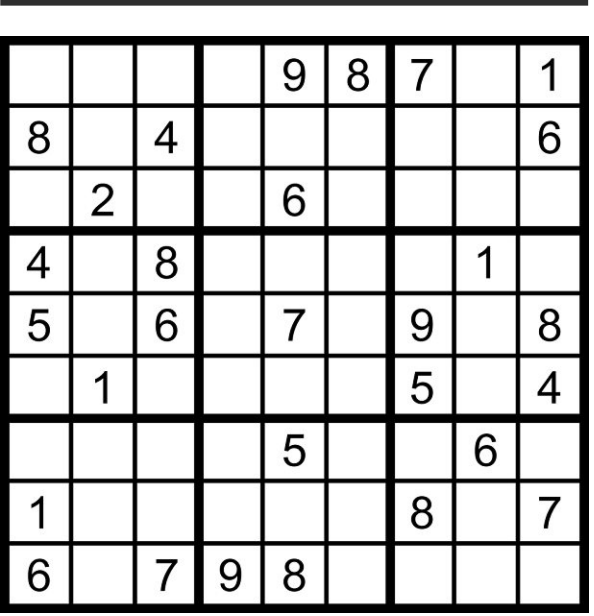
### SOLUTION TO #2805



### ACROSS

- In the long distance l and you finish with the environment (6)
- Music for church service (3,5)
- Plate, roll for forum participant (8)
- Out of the insurance cash, large sums provided for building (6)
- Express amusement when there's a row about the race? (6)
- Note, young lady with Ray

## BS SUDOKU

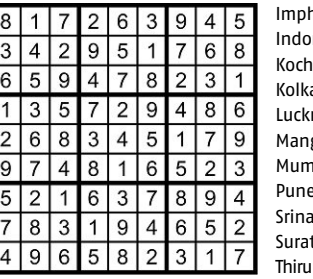


### # 2293 Medium: ★★★

### Solution tomorrow

**HOW TO PLAY**  
 Fill in the grid so that every row, every column and every 3x3 box contains the digits 1 to 9

### SOLUTION TO #2292



## WEATHER TODAY'S FORECAST

Max/min temperatures in °C

NATIONAL	Forecast	Temp
Ahmedabad	Partly cloudy	32/26
Aizawl	Thundery	23/19
Bengaluru	Thundery	28/21
Bhopal	Thundery	29/23
Bhubaneswar	Thundery	32/26
Chandigarh	Sunny	33/26
Chennai	Thundery	33/26
Delhi	Sunny	34/28
Guwahati	Thundery	31/26
Hyderabad	Thundery	29/23
Imphal	Thundery	27/22
Indore	Rain	29/22
Kochi	Thundery	30/24
Kolkata	Thundery	32/27
Lucknow	Rain	34/27
Mangalore	Thundery	29/24
Mumbai	Rain	29/27
Pune	Thundery	29/23
Srinagar	Partly cloudy	29/17
Surat	Rain	31/27
Thirupuram	Partly cloudy	30/24



# वैश्विक तनाव घटा तो सुधरा बाजार

सैंसेक्स में 0.8 फीसदी की बढ़ोतरी दर्ज हुई, विश्लेषकों का उम्मीद है कि वैश्विक तनाव घटने के बाद बाजार में सकारात्मक माहौल बहाल हो जाएगा

**पवन बुरुगुला**  
मुंबई, 14 अगस्त

उत्तर कोरिया और अमेरिका के बीच तनाव कम होने और सकारात्मक वैश्विक संकेतों ने सोमवार को भारतीय बाजार को पिछले हफ्ते की पांच फीसदी की गिरावट के मुकाबले तीव्र सुधार में मदद की। बेंचमार्क सेंसेक्स 235 अंक चढ़कर 31,449 अंक पर बंद हुआ जबकि निफ्टी 83 अंक की बढ़त के साथ 9,749 अंक पर बंद हुआ। बाजार ने हालांकि बेंचमार्क से बेहतर प्रदर्शन किया और बीएसई मिडकैप व स्मॉलकैप सूचकांकों में 2.5-2.5 फीसदी की बढ़ोतरी दर्ज हुई।

बाजार के भागीदारों ने कहा, भारतीय इक्विटी बाजार की स्थिति पिछले हफ्ते खराब थी क्योंकि निवेशकों को अमेरिका व उत्तर कोरिया के बीच जारी तनाव युद्ध में परिवर्तित होने का डर था। हालांकि अब स्थिति सामान्य होती दिख रही है और दक्षिण कोरिया और अमेरिकी अधिकारियों ने उत्तर कोरिया के साथ युद्ध की संभावना को खारिज करना शुरू कर दिया है। दूसरी ओर, अमेरिका में महंगाई के कमजोर आंकड़ों ने इस साल अमेरिकी फेडरल रिजर्व की तरफ से ब्याज दरों में बढ़ोतरी की संभावना कम कर दी।

## बाजार हुआ गुलजार

■ सोमवार को बाजार में 1874 कंपनियों के शेयर लाभ में रहे, लेकिन 695 शेयरों में गिरावट आई

■ इसकी अगुआई खास तौर से पिटे हुए क्षेत्रों मसलन दवा व रियल एस्टेट ने की। सिप्ला का शेयर पांच फीसदी से ज्यादा चढ़ा, वहीं सन फार्मा का शेयर 4.7 फीसदी चढ़कर बंद हुआ

■ बीएसई रियल्टी इंडेक्स छह फीसदी चढ़ा और डीएलएफ के शेयर में 16.5 फीसदी की बढ़ोतरी दर्ज हुई



इक्विनाॅमिक्स एडवाइज़री के संस्थापक जी चोकालिंगम ने कहा, भारत समेत वैश्विक बाजारों में पिछले तीन महीने में जिस तरह से तेजी आ रही थी, उसे देखते हुए गिरावट अवश्यभावी थी। गिरावट के संकेत अमेरिका व उत्तर कोरिया के बीच बढ़ते तनाव के रूप में आए। अगर यह लंबा खिंचता तो इक्विटी बाजार पर इसके गंभीर असर पड़ते। बाजार में किसी तरह की गिरावट का इस्तेमाल निवेशकों को खरीदारी के लिए करना चाहिए, खास तौर से उन कंपनियों के शेयर में, जिसमें आय में ठीक-ठाक सुधार की संभावना हो।

विश्लेषकों को लगता है कि

भारतीय बाजार में सकारात्मक माहौल जल्द बहाल हो जाएगा क्योंकि वैश्विक तनाव घट रहा है। उनका कहना है कि संस्थागत निवेशकों खास तौर से देसी म्युचुअल फंडों ने आक्रामकता के साथ खरीदारी की है। डॉयेंस इक्विटीज के शोध प्रमुख (भारत) अभय लैजावाला ने कहा, म्युचुअल फंडों की इक्विटी योजनाओं में निवेश की बढ़ती रफ्तार से संकेत मिलता है कि भारत में देसी बचत के चक्र का वित्तीयकरण हो रहा है, जिसकी शुरुआत 2014 में हुई और अब यह

गहराता जा रहा है। यह रचनात्मक प्रवृत्ति है क्योंकि यह भारतीय इक्विटी पर पड़ने वाले बाहरी प्रगति के असर को कम करता है और देसी कंपनियों के लिए पूंजी की लागत भी घटाता है। सोमवार को बाजार में 1874 कंपनियों के शेयर लाभ में रहे, वहीं 695 शेयरों में गिरावट आई। इसकी अगुआई खास तौर से पिटे हुए क्षेत्रों मसलन दवा व रियल एस्टेट ने की। सिप्ला का शेयर पांच फीसदी से ज्यादा चढ़ा, वहीं सन फार्मा का शेयर 4.7 फीसदी चढ़कर बंद हुआ। दोनों दवा कंपनियों के शेयर सोमवार को सबसे अच्छा प्रदर्शन करने वाले रहे।

विदेशी पोर्टफोलियो निवेशकों ने सोमवार को 1,638 करोड़ रुपये के शेयर बेचे जबकि देसी संस्थानों की शुद्ध खरीदारी 1,619 करोड़ रुपये की रही। यह जानकारी स्टॉक एक्सचेंजों के अस्थायी आंकड़ों से मिली। पिछले हफ्ते भारी गिरावट की मार झेलने वाले रियल एस्टेट क्षेत्र के शेयरों ने सोमवार को मजबूत वापसी की। बीएसई रियल्टी इंडेक्स छह फीसदी चढ़ा और डीएलएफ के शेयर में 16.5 फीसदी की बढ़ोतरी दर्ज हुई। पिछले हफ्ते निवेशक रियल्टी शेयरों से दूर रहे थे क्योंकि उन्हें लग रहा था कि 331 मुखौटा कंपनियों की सेबी की जांच का असर रियल एस्टेट कंपनियों पर पड़ सकता है।

## हिस्सा बिकी पूरी

**करण चौधरी**  
नई दिल्ली, 14 अगस्त

हिस्सा बिक्री का संभावित सौदा पूरा होने की खबर के बाद रियल एस्टेट क्षेत्र की दिग्गज डीएलएफ लिमिटेड का शेयर सोमवार को 16.51 फीसदी से ज्यादा चढ़ गया। डीएलएफ साइबर सिटी डेवलपर्स लिमिटेड (डीसीसीडीएल) की करीब 40 फीसदी हिस्सेदारी सिंगापुर की जीआईसी की सहायक को 13,000 करोड़ रुपये में बेची जाएगी और यह सौदा इस महीने पूरा हो सकता है। एक सूत्र ने यह जानकारी दी।

पांच दिन की गिरावट पर विराम लगाते हुए यह शेयर 160 रुपये पर खुला और 184.20 रुपये के

## हिस्सा बिकी पूरी होने की खबर से चढ़ा डीएलएफ

उच्चस्तर पर पहुंचा। पिछले हफ्ते रियल एस्टेट दिग्गज ने अपने एकीकृत शुद्ध लाभ में जून तिमाही में 58 फीसदी की गिरावट दर्ज की थी और यह 109.01 करोड़ रुपये रह गया था। कंपनी सूत्रों ने कहा कि मई से अब तक आवासीय संपत्तियों की बिक्री नहीं हुई है, जिसकी वजह ररा कानून का क्रियान्वयन व वस्तु

व सेवा कर है और इससे कंपनी को झटका लगा है। अक्टूबर 2015 में डीएलएफ ने ऐलान किया था कि उनके प्रवर्तक डीसीसीडीएल की पूरी हिस्सेदारी बेचेंगे, जिसके पास समूह की ज्यादातर वाणिज्यिक परिसंपत्तियां हैं। जीआईसी को हिस्सेदारी बिक्री के जरिए डीएलएफ को काफी

राहत मिलेगी, जो इस महीने तक पूरी हो सकती है। डीएलएफ ने मार्च में डीसीसीडीएल को 40 फीसदी हिस्सेदारी सिंगापुर की जीआईसी की सहायक को 13,000 करोड़ रुपये में बेचने का फैसला किया था। पिछले कई हफ्तों से कंपनी को विभिन्न नियामकों से मंजूरी मिली है। सूत्रों ने कहा कि जीआईसी ने जांच परख का काम पूरा कर लिया है।

## 500 करोड़ रु.

## निवेश करेगी टीवीएस मोटर

**टी ई नरसिम्हन**  
चेन्नई, 14 अगस्त

टीवीएस मोटर इस वित्त वर्ष में करीब 450-500 करोड़ रुपये के निवेश की योजना बना रही है और इसका ज्यादातर हिस्सा नए वाहनों पर खर्च होगा। इस बीच, नोटबंदी, जीएसटी और उत्सर्जन नियमों के चलते उद्योग की सुस्त रफ्तार के बावजूद टीवीएस को एबिटा मार्जिन 2 अंकों में हासिल होने और बाजार हिस्सेदारी बढ़कर 18 फीसदी पर पहुंचने की उम्मीद है।

इसके अलावा कंपनी की योजना एक बार और कीमत में इजाफा करने की है, जो आधा फीसदी हो सकता है और यह उत्सर्जन नियमों के अनुपालन पर हुए खर्च की भरपाई के लिए होगी। कीमतों में बढ़ोतरी प्रति वाहन 500-1,000 रुपये के दायरे में होगी। टीवीएस मोटर के सीईओ के एन राधाकृष्णन ने कहा, अक्टूबर तक उद्योग की रफ्तार करीब 12 फीसदी थी, वहीं टीवीएस ने करीब 18.6 फीसदी की बढ़ोतरी दर्ज की। बाद में उद्योग की रफ्तार घटकर 5.3 फीसदी पर आ गई, वहीं टीवीएस की रफ्तार 11.3 फीसदी रही। उन्हें उम्मीद है कि इस साल टीवीएस की बाजार हिस्सेदारी में 1.5 फीसदी का इजाफा होगा।

राधाकृष्णन को उम्मीद है कि उद्योग बहुत की गह पर लौटेंगा और टीवीएस की रफ्तार उद्योग के मुकाबले ज्यादा होगी। मौजूदा वित्त वर्ष की पहली तिमाही में उद्योग की रफ्तार करीब 8.6 फीसदी रही, वहीं टीवीएस की 12 फीसदी रही। राधाकृष्णन ने यह जानकारी विश्लेषकों के साथ बैठक में दी। बिजनेस स्टैंडर्ड से बातचीत में कंपनी के सीएफओ एस जी मुल्ली ने कहा, साल की दूसरी छमाही में कंपनी की योजना एक मोटरसाइकल और एक स्कूटर पेश करने की है।

# संस्थागत निवेशकों की मांग से बड़े शेयरों में आरगी तेजी

ब्लोकरेज फर्म मॉर्गन स्टैनली ने ऐसे 14 शेयर चुने हैं, जिसे इससे हो सकता है फायदा

**बीएस संवाददाता**  
मुंबई, 14 अगस्त

संस्थागत निवेशकों की तरफ से निवेश में बढ़ोतरी के चलते 10 अरब डॉलर से ज्यादा (64,000 करोड़ रुपये) बाजार पूंजीकरण वाली कंपनियों के शेयरों की मांग बढ़ने के आसार हैं। ऐसे बाजार पूंजीकरण को मेगा कैम्प कहा जा रहा है। अग्रणी विदेशी ब्लोकरेज फर्म मॉर्गन स्टैनली ने तीन प्रमुख संकेतकों की पहचान की है जिसके चलते भारतीय बाजार में और संस्थागत निवेश (देसी व विदेशी) होगा।

मॉर्गन स्टैनली के इक्विटी रणनीतिकार रिथम देसाई और शीला राठी ने एक नोट में कहा है, चूंकि भारतीय शेयर का भारांक एमएससीआई ईएम इंडेक्स में बढ़ रहा है लिहाजा बाजार ज्यादा रकम हासिल करेगा और इस रकम का निवेश बड़े शेयरों में होगा। दूसरा, चूंकि देसी संस्थानों का आकार बढ़ रहा है लिहाजा उम्दा प्रदर्शन के लिए वे अब छोटे व मझोले शेयरों पर शायद ही बहुत ज्यादा धरोसा करेंगे। बेहतर रिटर्न के लिए मेगा व लार्जकैप शेयरों का चयन उनके लिए महत्वपूर्ण हो सकता है।

तीसरा और महत्वपूर्ण संकेत देसी एक्सचेंज ट्रेडेड फंड (ईटीएफ) में भारी भरकम बढ़त है। दोनों विश्लेषकों ने कहा, हमारा मानना है कि देसी ईटीएफ परिसंपत्तियों में आगामी दशक में 30 गुने की बढ़ोतरी हो सकती है और यह 200 अरब डॉलर पर पहुंच सकता है।

हाल के वर्षों में ईटीएफ परिसंपत्तियों में बहुत ने जोर पकड़ा है और इसकी वजह और पेंशन फंडों को भारतीय निवेश की दी

गई अनुमति है। मॉर्गन स्टैनली ने एक नोट में कहा, साल 2009 में इसका आकार अपेक्षाकृत छोटा यानी 10 करोड़ डॉलर का था, लेकिन अब ईटीएफ परिसंपत्तियां आठ सालों में बढ़कर 8.2 अरब डॉलर पर पहुंच गई है। हमारा मानना है कि भारत में ईटीएफ जोर पकड़ेगा क्योंकि भविष्य निधि अपना निवेश ईटीएफ के जरिए इक्विटी में जारी रख सकते हैं। ये सभी चीजें बताती हैं कि भारत में मेगा व लार्जकैप का महत्व बढ़ रहा है।

अभी करीब 45 कंपनियां 10 अरब डॉलर वाले क्लब में हैं। इसकी वजह साल 2014 के बाद से भारतीय बाजार में आई तेजी है, जिसके चलते मेगा कैप की सूची साल 2013 के निचले स्तर 20 से बढ़कर दोगुनी हो गई है।

ब्लोकरेज फर्म ने इसकी संभावित विजेता की पहचान की है, जिसे उच्च संस्थागत निवेश का फायदा मिल सकता है। मौजूदा मेगा कैम्प में मॉर्गन स्टैनली ने सात शेयरों का चयन किया है जिनमें बजाज ऑटो, बीपीसीएल, एचडीएफसी बैंक, इंडसइंड मेगा कैम्प में मॉर्गन स्टैनली ने सात शेयरों का चयन किया है जिनमें बजाज ऑटो, बीपीसीएल, एचडीएफसी बैंक, इन्फोसिस, एमएंडएम और मारुति सुजूकी शामिल हैं। ये शेयर मुख्य रूप से उपभोक्ता व बैंकिंग क्षेत्र के हैं।

देसाई व राठी ने कहा, लंबी अवधि में परिवारों की बैलेंस शीट का विस्तार इन दोनों क्षेत्रों के लिए बेहतर रहेगा। मॉर्गन स्टैनली ने भविष्य की मेगा कैम्प की पहचान की है जिनमें कर्मिस इंडिया, जेएसडब्ल्यू स्टील, ल्यूफिन, एमएंडएफ फाइनेंस, पेट्रोनेट एलएनजी, यूपीएल और जी एंटरटेनमेंट शामिल हैं। नोट में कहा गया है, भविष्य की मेगा कैम्प की सूची और ज्यादा विशाखित है।

# आरकॉम-एयरसेल के विलय को मंजूरी

पृष्ठ-1 का शेष

इससे कंपनी का कर्ज एबिटा का तीन गुना रहेगा, जो सहज स्थिति हो सकती है। इसके साथ ही आरकॉम के पास टावर कारोबार में शेष 49 फीसदी हिस्सेदारी बेचने का भी विकल्प होगा। लेकिन दिसंबर तक रियल एस्टेट कारोबार का सौदा नहीं होता है तो कंपनी का कर्ज एबिटा का पांच गुना हो जाएगा।

सूत्रों के अनुसार एयरसेल पर करीब 18,000 से 20,000 करोड़ रुपये का कर्ज है। कंपनी एयरटेल को 3,000 करोड़ रुपये में 2100 मेगाहर्ट्ज स्पेक्ट्रम बेचकर कर्ज कम कर सकती है। इसका एबिटा करीब 7,500 करोड़ रुपये है। ऐसे में कंपनी का कर्ज-एबिटा अनुपात बेहतर है।

नई कंपनी में कर्ज हस्तांतरित करने के साथ एयरसेल 4 से 6 हजार करोड़ रुपये का कर्ज चुकाएगी। विलय के बाद बनने वाली नई इकाई जियो की चुनौती का सामना करने में सक्षम हो सकती है या जियो द्वारा अधिग्रहण किए जाने के लिए आकर्षक स्थिति में हो सकती है। दोनों कंपनियों ने ग्राहकों के हिस्सा से बाजार हिस्सेदारी काफी गंवाई है, इसके बावजूद इनकी बाजार हिस्सेदारी करीब 14.65 फीसदी है। इनके पास स्पेक्ट्रम का पोर्टफोलियो भी काफी बेहतर है और देश में कुल स्पेक्ट्रम का 15.3 फीसदी से अधिक हिस्सा इनके पास है। आरकॉम ने स्पेक्ट्रम उदारीकरण के लिए पहले ही 6,000 करोड़ रुपये से ज्यादा का भुगतान कर चुकी है। लेकिन इन दोनों कंपनियों की राजस्व हिस्सेदारी घट रही है और यह 9 से 10 फीसदी रह गई है। यह इनके लिए चिंता का विषय हो सकता है क्योंकि जियो अपेक्षाकृत छोटी कंपनियों के ग्राहकों में संघ लगा रही है।

## एचयूएल के बालाजी अब टाटा मोटर्स में :

हिंदुस्तान यूनिटीवर के मुख्य वित्त अधिकारी पी बी बालाजी ने इस्तीफा दे दिया है। अब वह टाटा मोटर्स में समूह सीएफओ पद की जिम्मेदारी संभालेंगे। कंपनी ने कहा कि बालाजी ने इस्तीफा दे दिया है। उधर, टाटा मोटर्स ने बालाजी को समूह का मुख्य वित्त अधिकारी नियुक्त करने की घोषणा की है।

**इंजीनियर्स इंडिया लिमिटेड**  
(भारत सरकार का उपक्रम)

**ENGINEERS INDIA LIMITED**  
(A Govt. of India Undertaking)

CIN : L74899DL1965GOI004352  
Registered Office: Engineers India House, 1, Bhikaji Cama Place, New Delhi, 110066  
Tel: 011-26762121, Fax: 011-26178210,  
E-mail: company.secretary@eii.co.in  
Website: www.engineersindia.com

### POST BUYBACK PUBLIC ANNOUNCEMENT FOR THE ATTENTION OF EQUITY SHAREHOLDERS/ BENEFICIAL OWNERS OF EQUITY SHARES OF ENGINEERS INDIA LIMITED

This public announcement (the "Post Buyback Public Announcement") is being made pursuant to the provisions of Regulation 19(7) of the Securities and Exchange Board of India (Buy Back of Securities) Regulations, 1998, as amended (the "Buyback Regulations"). This Post Buyback Public Announcement should be read in conjunction with the Public Announcement dated June 16, 2017 and published on June 17, 2017 (the "Public Announcement") and the Letter of Offer dated July 17, 2017 (the "Letter of Offer"). The terms used but not defined in this Post Buyback Public Announcement shall have the same meanings as assigned in the Public Announcement and the Letter of Offer.

- 1. THE BUYBACK**
  - 1.1 Engineers India Limited (the "Company") had announced the Buyback of not exceeding 4,19,61,780 (Four Crore Nineteen Lakh Sixty One Thousand Seven Hundred Eighty) fully paid-up equity shares of face value of ₹ 5 each ("Equity Shares") from all the existing shareholders/beneficial owners of Equity Shares as on the record date (i.e. Thursday, June 29, 2017), on a proportionate basis, through the "Tender Offer" process at a price of ₹157 (Rupees One Hundred Fifty Seven Only) per Equity Share payable in cash for an aggregate consideration not exceeding ₹ 658.80 crore (Rupees Six Hundred Fifty Eight Crore Eighty Lakh only) ("Buyback Offer Size"). The Buyback Offer Size represents 24.9973% and 24.4002% of the aggregate of the fully paid-up share capital and free reserves, as per the audited standalone and consolidated financial statements of the Company for the financial year ended March 31, 2016, respectively (the last audited financial statements available as on the date of Board Meeting recommending the proposal of the Buyback) and is within the limits of 25% of the total fully paid up share capital and free reserves as per the audited accounts of the Company for the financial year ended March 31, 2016. The maximum number of Equity Shares proposed to be bought back represents 6.23% of the total number of Equity Shares in the paid-up share capital of the Company.
  - 1.2 The Company has adopted Tender Offer route for the purpose of Buyback. The Buyback was implemented using the "Mechanism for acquisition of shares through Stock Exchange" as provided under Buyback Regulations and circular CIR/CFD/POLICYCELL/1/2015 dated April 13, 2015 and circular no. CFD/DCR2/CIR/P/2016/131 dated December 09, 2016 issued by Securities and Exchange Board of India ("SEBI Circulars").
  - 1.3 The Buyback Offer opened on Tuesday, July 25, 2017 and closed on Monday, August 7, 2017.
- 2. DETAILS OF BUYBACK**
  - 2.1 The total number of Equity Shares bought back under the Buyback Offer are 4,19,61,780 (Four Crore Nineteen Lakh Sixty One Thousand Seven Hundred Eighty) Equity Shares at a price of ₹ 157 (Rupees One Hundred Fifty Seven Only) per Equity Share.
  - 2.2 The total amount utilized in the Buyback of Equity Shares is ₹ 658.80 crore (Rupees Six Hundred Fifty Eight Crore Eighty Lakh only) excluding transaction costs viz. brokerage, applicable taxes such as securities transaction tax, stamp duty, etc.
  - 2.3 The Registrar to the Buyback Offer i.e. Karvy Computershare Private Limited (the "Registrar to the Buyback Offer") considered 92 valid bids for 4,19,77,109 (Four Crore Nineteen Lakh Seventy Seven Thousand One Hundred Nine) Equity Shares in response to the Buyback, resulting in the subscription of approximately 1.00 times the maximum number of shares proposed to be bought back. The details of valid bids received by the Registrar to the Buyback Offer are as follows:

Category of Investor	No. of Equity Shares reserved in Buyback	No. of Valid Bids	Total Equity Shares Validly tendered	% Response
General category of other Shareholders	3,56,67,513	5	4,19,66,636	117.66
Reserved category for Small Shareholders	62,94,267	87	10,473	0.17
<b>Total</b>	<b>4,19,61,780</b>	<b>92</b>	<b>4,19,77,109</b>	<b>100.04</b>

\*As per the certificate dated August 10, 2017 received from Karvy Computershare Private Limited.

- 2.4 All valid bids have been considered for the purpose of Acceptance in accordance with the Buyback Regulations and Paragraph 19 of the Letter of Offer. The communication of acceptance/rejection has been dispatched by the Registrar to respective Shareholders by August 14, 2017.
- 2.5 The settlement of all valid bids was completed by the Indian Clearing Corporation Limited ("Clearing Corporation") / BSE on August 14, 2017. Clearing Corporation has made direct funds payment to Eligible Shareholders whose shares have been accepted under the Buyback. If shareholders' bank account details were not available or if the funds transfer instruction were rejected by RBI/bank, due to any reason, then such funds were transferred to the concerned Shareholder Brokers/custodians for onward transfer to their respective shareholders.
- 2.6 Demat Equity Shares accepted under the Buyback have been transferred to the Company's demat escrow account on August 14, 2017. The unaccepted Equity Shares have been returned to the respective Shareholder Brokers/custodians by the Clearing Corporation / BSE on August 14, 2017.
- 2.7 The Company is in the process of extinguishing the 4,19,61,780 Equity Shares accepted under the Buyback and shall be completed by August 18, 2017.

### 3. CAPITAL STRUCTURE AND SHAREHOLDING PATTERN

3.1 The capital structure of the Company, pre and post Buyback Offer is as under: (Equity Shares have a face value of ₹5 each)

Particulars	Pre Buyback		Post Buyback*	
	No. of Equity Shares	Amount in lakh (₹)	No. of Equity Shares	Amount in lakh (₹)
Authorized share capital	80,00,00,000	40,000.00	80,00,00,000	40,000.00
Issued, subscribed and paid up share capital	67,38,73,200	33,693.67	63,19,11,420	31,595.57

\*Subject to extinguishment of 4,19,61,780 Equity Shares

3.2 The details of the Shareholder / beneficial owner from whom Equity Shares exceeding 1.00 % of the total Equity Shares bought back have been accepted under the Buyback Offer are as under:

S. No.	Name of the Shareholder	No. of Equity Shares accepted under the Buyback	Equity Shares accepted as a % of total Equity Shares bought back	Equity Shares accepted as a % of total post Buyback Equity Shares
1.	President of India acting through Ministry of Petroleum and Natural Gas, Government of India	4,19,46,454	99.96%	6.64%

3.3 The shareholding pattern of the Company pre-Buyback (as on Record Date i.e. Thursday, June 29, 2017) and post Buyback is as under:

Particulars	Pre Buyback		Post Buyback*	
	No. of Equity Shares	% of the existing Equity Share Capital	No. of Equity Shares	% of the post Buyback Equity Share Capital
Promoter	38,42,24,594	57.02	34,22,78,104	54.17
Foreign Investors (including Non Resident Indians, FIIIs, FPIs and Foreign Mutual Funds)	4,52,83,597	6.72	28,96,33,280	45.83
Financial Institutions/ Banks/Mutual Funds promoted by Banks/ Institutions	13,77,78,277	20.45		
Other (public, public bodies corporate, trust etc.)	10,65,86,732	15.81		
<b>Total</b>	<b>67,38,73,200</b>	<b>100.00</b>	<b>63,19,11,420</b>	<b>100.00</b>

\*Subject to extinguishment of 4,19,61,780 Equity Shares

- 4. MANAGER TO THE BUYBACK** **IDBI CAPITAL MARKETS & SECURITIES LIMITED** (Formerly known as IDBI Capital Market Services Limited) 3rd Floor, Mafatlal Centre, Nariman Point, Mumbai- 400 021.  
**Contact Person:** Mr. Sumit Singh / Mr. Priyankar Shetty **Tel:** +91 (22) 4322 1212; **Fax:** +91 (22) 2285 0785  
**E-mail:** eii.buyback@idbicapital.com; **Website:** www.idbicapital.com  
**SEBI Registration Number:** INM000010866 **Validity period:** Permanent Registration  
**CIN:** U65990MH1993GOI075578

### 5. DIRECTORS' RESPONSIBILITY

As per Regulation 19(1) (a) of the Buyback Regulations, the Board of Directors of the Company accept full responsibility for the information contained in this Post Buyback Public Announcement and confirms that the information in this Post Buyback Public Announcement contain true, factual and material information and does not contain any misleading information.

For and on behalf of the Board of Directors of **Engineers India Limited**

Sd/- <b>Sanjay Gupta</b> Chairman & Managing Director and Addl. Charge-Director (Finance) (DIN: 05281731)	Sd/- <b>Vipin Chander Bhandari</b> Director (HR) (DIN: 07550501)	Sd/- <b>Rajan Kapur</b> Company Secretary Membership No.: A10674
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**Place:** New Delhi  
**Date:** August 14, 2017

For and on behalf of Board of Directors  
sd/-  
**Bajrang Dass Jindal**  
Managing Director  
**DIN:-00036553**

**Place:** Sri Ganganagar  
**Date** : 14.08.2017